

"Staying in the Game, Becoming More Competitive"

Opportunities to Access Contracts and Capital in an Evolving Arena

Thurs., August 18, 2016 · 8:30am-5pm · Pacific Energy Center · San Francisco, CA

Register: camedweek2016-sf.eventbrite.com

SESSION: "Export Essentials"*

1:00-3:30 p.m.

1:00-1:05

Opening Remarks

- Lamar Heystek, Director, MBDA Business Center - San Francisco

1:05-1:35

Export-Import Bank (EXIM) Overview

- LaTaunya Darden, Business Development Specialist, Minority and Women-Owned Business, EXIM

1:35-1:55

How to Find Foreign Buyers

- Dan Giavina, International Trade Specialist, U.S. Commercial Service

1:55-2:00

BREAK

2:05-2:35

How to Increase Your Export Sales Using Open Credit Terms

- Rob Guthrie, Regional Director, San Francisco Branch Office, EXIM

2:35-3:10

Working Capital for Your Export Sales

- Darrell Dante, Lender Relationship Specialist/District International Trade Officer, Small Business Administration

3:10-3:30

Q&A/Closing

**Program subject to change †Tentative*



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